



VACANCY – Revenue Analyst & Planning Manager

A. Key Responsibilities

Income analysis and information sharing.

1. Analysed the revenue trend and Marketing data to help the business achieve revenue and Incremental Revenue Market Share goals Share revenue analysis results with stakeholders to create action plans to boost performance
2. Share the results of the income analysis with stakeholders to generate action plans to boost performance
3. **Performance forecasting and tracking**
Responsible for the annual budget exercise (AOP) at marketing level.
4. Prepare monthly Flash & Forecast submissions
5. Prepare the monthly MAPA report at the Marketing level
6. Responsible for the subscriber and income planning process
7. Analysing income variances
8. Prepare Monthly Flash and Forecast Submissions
9. Prepare the monthly MAPA report at the Marketing level
10. Organize and lead a weekly review with other departments on income performance
11. Control and rationalization of the Products portfolio
12. Validate all planned price proposals to be launched to ensure that these proposals are in line with the overall objective of the business.
13. To analyze the impact of new proposals on subscriber behaviour and business in order to draw snow and take corrective action in the future
14. Responsible for the ongoing process of segmenting initiatives incorporating all aspects of Marketing, revenue analysis and price decision to help achieve business objectives.

Control and rationalization of the product portfolio.

Validate all price proposals planned to be launched to ensure that these proposals are in line with the overall business objective.

Analyse the impact of the new proposals launched on the behaviour of subscribers and the business in order to draw lessons and take corrective actions in the future.

Responsible for the ongoing process of segmentation of initiatives integrating all aspects of Marketing, revenue analysis and pricing decisions to help achieve business objectives.

Conduct periodic studies to guide and help decision-making based on the information collected.

Market and competitive intelligence

- 1 .Follow the strategy, plans and products of the competition
2. Monthly analysis and tracking of KPIs at site level
3. Ensure a benchmark of good practices in the industry
4. Monitor the performance of competition KPIs at site level

Network planning and optimization

1. Pre-assess the roll-out plan in order to retain potentially profitable sites
2. Ensure 100% compliance of the roll-out of new sites
3. Post-evaluate the roll-out performance of the launched sites and bring corrective action plans to boost performance.
4. Ensures that 100% of Platinum and Gold sites are well covered.
5. Ensure the reduction of sites with a low utilization rate by sharing the analysis with stakeholders for the implementation of a performance recovery plan for these sites.

EDUCATION

- Have a university degree Bac +4 / + 5 in Marketing, Statistics, Economics
- Good knowledge of computer data analysis tools;
- Have a critical mind with good analytical and statistical skills;
- Excellent oral and written communication skills;
- Have a good level in English.

EXPERIENCE

- Have at least 3 years of experience in a similar position;
- Have in-depth knowledge of the principles and methods of market research
- Have a good knowledge and use of statistical tools
- Have an excellent ability to synthesize and present information

SKILLS

- Ability to plan, organize and prioritize multiple projects simultaneously;
- Ability to interact under pressure (simultaneously manage multiple requests and priorities quickly in a constantly changing environment);
- Strong interpersonal skills in relationships / discussions at all levels;
- Excellent planning ability to manage multiple critical tasks in parallel;
- Strong ability to adapt and work in a multidisciplinary team;
- Be creative and have an open mind;
- Market oriented and results focus;
- Strong analytical and problem solving skills;
- Have high performance standards and goal oriented
- Have a strong sense of professionalism, integrity, maturity and confidentiality.

Please apply via email to: careers@econet.bi or bring your application to HR department, clearly indicating the position being applied for in the subject area. Closing date for all applications is Tuesday, 11th November 2025 at 5PM.

Please note only short listed applicants will be responded to.